

U N C L A S S I F I E D

EXECUTIVE SUMMARY

16 October 2003

(U) University of Maryland Eastern Shore Small Business Outreach (U) (MCMR-AAU)
The Associate Director, Small and Disadvantaged Business Utilization (ADSADBU) accepted an invitation from the President, University of Maryland Eastern Shore (Dr. Thelma B. Thompson), to visit and give a presentation during the University of Maryland Eastern Shore First Annual Minority Business Luncheon. The October 15th event was held on campus at the Richard A. Henson Ballroom and was attended by over 75 individuals representing faculty, small business agencies and members of the small business community. Mr. Jim Farr, contractor support to the ADSADBU also attended.

The focus of yesterday's visit and presentation was to briefly share with the captive audience valuable information regarding the procurement process and doing business with US Army Medical Research and Materiel Command (USAMRMC). The majority of the audience was not familiar with USAMRMC and Fort Detrick. However, based on the questions and comments received during and after the presentation, the attendees are now more informed. In fact, several university faculty and prospective contractors expressed their sincere appreciation for my explanations regarding the subtle nuances associated with small businesses selling their respective products or services to the Army and in particular, USAMRMC.

Yesterday's business luncheon is another example of USAMRMC providing outreach and assistance to the small business community via collaboration with a Historically Black College and University/Minority Institution (HBCU/MI).

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